

2004 Agricultural Land Sales

By Counties, Wisconsin

Land sales figures in Wisconsin continued to increase in 2004. The average value of all agricultural land rose 16 percent from 2003 to \$3,776 per acre. This increase for both land with and without buildings and improvements was equal to the percentage change between the 2002 and 2003 values. Total land continuing in agricultural use averaged \$2,797, and land being diverted to other uses came in at \$7,165 per acre.

Agricultural land without buildings continuing in agricultural use climbed 15 percent to \$2,465. For this type of land, acres sold in 2004 totaled 70,699, an increase of 5,028 acres over the previous year.

There were 3,046 recorded 'arm's length' transactions with 198,088 acres sold. The number of transactions increased by 41, and acreage rose ten percent compared to 2003.

Land sales figures reported here include only averages of 'arm's length' transactions. Sales made under other than normal market conditions (such as family sales or foreclosures) are not included in this report. Sales are reviewed by the Wisconsin Department of Revenue, Bureau of Equalization. With each sale of a parcel of land, the buyer is required to file a Wisconsin Real Estate Transfer Return, documenting the parcel size, sale price, present use, and intended use of the property. State appraisers inspect the site and verify the transfer return. The sales data in this report are a summary of the Wisconsin Real Estate Transfer Returns. Specifics on land sales transactions within a certain county can be obtained by contacting the Department of Revenue directly.

This report was compiled in cooperation with the Wisconsin Department of Revenue, Bureau of Equalization.

AGRICULTURAL LAND SALES: Wisconsin, 2000-2004

Year	Agricultural land continuing in agricultural use			Agricultural land being diverted to other uses			Total of all agricultural land		
	Number of transactions	Acres Sold	Dollars per acre	Number of transactions	Acres Sold	Dollars per acre	Number of transactions	Acres Sold	Dollars per acre
Land without buildings and improvements									
2000	1,207	65,843	1,633	754	31,730	3,933	1,961	97,573	2,381
2001	1,069	57,782	1,867	609	25,633	3,550	1,678	83,415	2,384
2002	1,199	67,550	1,982	609	26,110	4,324	1,808	93,660	2,635
2003	1,037	65,671	2,137	782	28,204	5,807	1,819	93,875	3,239
2004	1,097	70,699	2,465	816	30,190	6,799	1,913	100,889	3,762
Land with buildings and improvements									
2000	1,004	87,757	1,927	471	25,101	2,919	1,475	112,858	2,148
2001	905	68,622	2,223	384	23,704	3,337	1,289	92,326	2,509
2002	862	65,048	2,531	333	18,384	4,782	1,195	83,432	3,030
2003	768	67,536	2,814	418	18,853	5,040	1,186	86,389	3,300
2004	828	82,986	3,080	305	14,213	7,941	1,133	97,199	3,791
Total									
2000	2,211	153,600	1,802	1,225	56,831	3,485	3,436	210,431	2,256
2001	1,974	126,404	2,060	993	49,337	3,448	2,967	175,741	2,450
2002	2,061	132,598	2,251	942	44,494	4,514	3,003	177,092	2,821
2003	1,805	133,207	2,480	1,200	47,057	5,500	3,005	180,264	3,268
2004	1,925	153,685	2,797	1,121	44,403	7,165	3,046	198,088	3,776